

INFORMATION LETTER

Not for
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NATIONAL CANNERS ASSOCIATION

For Members
Only

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Washington, D. C.

February 6, 1937

The Thirtieth Annual Convention

The thirtieth annual convention of the National Canners Association, held at Chicago the week of January 25th, set a new record for number of canner members in attendance. The program arrangements differed from those of earlier years in that four sessions were held for discussion of subjects of interest to all canners, including the Robinson-Patman Act, the Social Security Program, sales contracts, canner-grower relations, industry problems and policies, descriptive labeling, and the market situation.

In addition to these were two series of afternoon conferences on canning problems and raw products problems, and a conference on home economics work. Meetings of various committees and of the Administrative Council and Board of Directors were held during the week prior to the convention.

The Board of Directors at its meeting approved the budget proposed by the Administrative Council and fixed the dues for 1937 at the same rate as for 1936. It also approved the request of apple sauce canners for authority to organize a section for that product, and authorized the appointment of a standing committee for raw products research.

Election of Officers

The election of officers took place at the opening session on Monday and resulted in the selection of Ralph O. Dulany as President; Karl Kuner Mayer, First Vice-President; Leonard E. Wood, Second Vice-President; and Frank E. Gorrell, Secretary-Treasurer. Officers for most of the sections were likewise elected at this general session. Committees for 1937 were announced at the closing session on Friday morning. A complete list of officers, directors, section officers, and committee members appears elsewhere in this issue of the INFORMATION LETTER.

General Sessions

The address by Col. Charles H. March on "Trade practices—fair and unfair" was read at the opening session on Monday afternoon by Mr. W. F. Dinnen, attorney in charge of the Chicago office of the Federal Trade Commission, as Col. March was unable to leave Washington on account of illness. Col. March's able discussion was followed with keen interest since all members of the industry are seeking a clearer understanding of the scope and meaning of the Robinson-Patman Act, and the Federal Trade Commission, of which Col. March is a member, is charged with the administration of this law.

Judge J. Harry Covington, Association counsel, spoke at the opening session on "Industry problems and policies." So much interest was expressed by canners in his address that it will be issued in pamphlet form and sent to all members of the industry.

At the general session on Tuesday, Mr. Vincent M. Miles, member of the Social Security Board, spoke on "What the Social Security Act means to the canning industry." His address revealed a real appreciation of the problems of the canning industry in carrying out the provisions of the Social Security program, and expressed a desire on the part of those administering the law to aid canners in meeting these problems.

Two committee reports were made at Tuesday's general session. Mr. H. F. Krimendahl presented the report that the Sales Contract Committee had previously submitted to the Board. This report is being published in pamphlet form and will be sent to all canners. Chairman Ralph O. Dulany of the Trade Practice Committee presented that committee's report, which is summarized elsewhere in this issue of the INFORMATION LETTER.

Wednesday's general session was devoted to two subjects—canner-grower relations and descriptive labeling. Mr. Jesse W. Tapp, assistant administrator of the Agricultural Adjustment Administration, emphasized the importance of mutually satisfactory relations between canner and grower, especially in the problem of adjusting production to demand, and described in some detail the plan now in operation for handling the surplus grapefruit production. This plan, as announced on February 1st by the A. A. A., is noted elsewhere.

Chairman Karl K. Mayer of the Committee on Statistics and Information reviewed the work of the Division of Statistics on canner-grower relations, outlined plans for future activities, and urged canners to cooperate in making effective use of the reports to be published during the current year.

On the subject of descriptive labeling there were two addresses. Howard R. Smith of the Association's Research Laboratories reported the work done by the laboratories in assisting the subcommittees of the Labeling Committee to develop suitable objective tests for various descriptive terms. This work has been under way for two years and will be continued. Mr. Ralph O. Dulany urged immediate use by all canners of the terms that are at present clearly defined and have been approved by the Association.

Two subjects were also presented at the Thursday general session. Mr. Carlos Campbell, director of the Association's Statistical Division, analyzed the present market situation and evaluated the factors that every canner should have under consideration in planning for the 1937 season. In connection with his address there was distributed a statistical and economic study of canned sweet corn, as illustrative of both the data available and its significance to the canner.

Mr. H. Thomas Austern of Association's counsel spoke on legislation affecting canners, covering in his review the subjects of food and drug law revision; prospective agricultural

legislation; possible regulations of hours, wages, and working conditions, including various Federal licensing proposals; Federal fair trade laws; amendment of the Federal Trade Commission Act, and miscellaneous legislative proposals.

At the closing session on Friday morning, the new officers were installed, committees named for 1937, resolutions adopted, and reports received from standing committees. A happy feature of the closing session was the presentation of a set of golf clubs to Mr. Howard A. Orr, who retired from the presidency after two years service, and the gift of a pair of binoculars to Secretary Frank E. Gorrell as a token of regard from the Administrative Council and Advisory Board.

Canning Problems Conferences

Increasing interest has been shown each year in the canning problems conferences, which this year were extended to three afternoons of the convention. At these informal conferences, conducted by the Association's Laboratories, various topics of concern to canners, and especially to production and technical men are presented for discussion, each subject being introduced by a statement of significant developments during the preceding year or a summary of the results of experimental investigation.

As in previous years, discussion leaders represented not only the Association's Laboratories but also the Can Companies' Laboratories and canners' technical and research staffs. Attendance was large on all three afternoons and the discussion showed a lively interest in this method of sharing experience on canning problems.

Subjects presented for discussion included methods of blanching peas, an apparatus for measuring tenderness of peas, significance of cooling tank contamination, progress made in eliminating the spoilage hazard of contaminated sugar, canning of corn, processing of products which stratify in the can (such as spinach and asparagus), prevention of spoilage of canned pumpkin, results of field and canning studies of various products for the descriptive labeling program, microscopic examination of tomato products, controlling sweetness of pitted red cherries in syrup, manufacture of tomato juice, and preparing tomatoes for juice manufacture.

Raw Products Conferences

The afternoon conferences on production problems organized by the Raw Products Research Bureau were better attended, and more interest in them was shown by canners and field men, than at any previous convention. Conferences were held on Tuesday, Wednesday and Thursday afternoons. Discussion leaders included outstanding scientists from the U. S. Department of Agriculture and State Agricultural Experiment Stations, as well as experts on production from the American and Continental Can Companies.

Discussions of results secured by Federal and State research entomologists from experiments on control of pea aphid in 1936 and suggestions for canners' and growers' guidance in combatting this insect in 1937 featured the first day's conference. Other discussions of outstanding interest included a review of tests of newer varieties of tomatoes and peas, an analysis of buying canners' raw products on the basis of Federal grades, and the present status of commercial hybrid sweet corn.

The conference discussions covered a considerable range of raw products problems, including both those listed on the program and others that were brought up for discussion from the floor. Treatment of seed peas for control of damping-off fungi, incompatibility of pea seed treatment and inoculation, field control of tomato fruit worm, tomato seed treatment and tomato plant certification, recent trends in the relative volume of yellow and white sweet corn, and present status of European corn borer in the Middle West were among the subjects to which attention was given during the series of conferences.

Home Economics Conference

The conference on home economics, held Tuesday afternoon with Chairman Fred B. Childs of the Home Economics Committee presiding, drew a large attendance of both canners and workers in the home economics field. Besides discussion of the work of the Association's Home Economics Division in its relation to individual members and a review of advances made in the labeling of canned foods, the home economics service of three individual companies was described by those in charge of the work. The conference revealed that more canners are becoming interested both in the Association's service and in the opportunity that individual companies have for effective work in educating the consumer.

Label Exhibit

The display of descriptive labels attracted considerable attention and comment. Having the exhibit in the corridor of the third floor of the Stevens Hotel gave the canners and their friends who attended the various meetings a chance to examine the many interesting and attractive labels that had been selected to illustrate the adaptations of the descriptive labeling principle. Nearly 300 labels were shown. These came from more than 100 firms in all sections of the country. Labels from both small and large canning firms and also wholesalers and distributors showed the widespread appreciation on the part of the canning industry of its responsibility to those who buy and use their products.

There were many favorable comments on the appearance of the labels, the improved design and coloring, as well as the more completely revealing vignettes. The display showed that all the information that the consumer wants can be put on the labels without detracting from the individuality of the brand or the general symmetry of the design. The exhibit made possible a direct comparison of the manner of stating the descriptive terms, the effectiveness of the design, and the general appeal of the label.

In order to show how these labels look on the grocery shelf, many were shown mounted on empty cans as well as on the display card.

Conference Committee Meeting

The Conference Committee of Canners and Distributors, which met on Tuesday morning, January 26th, discussed a number of subjects but took formal action upon only two.

It was unanimously agreed that orders sold "subject to pack" should be such orders as are to be executed only after all previous contracts have been completed, and in the same order in which the subject-to-pack orders are accepted. The

committee members present agreed and recommended that this definition be submitted to the Associations concerned for approval.

A report from the National Canners Association's Committee on Simplification of Containers, of which Frank A. Wilder is chairman, proposing a reduction from 27 to 21 in the number of recommended sizes of cans for fruits and vegetables, was presented and unanimously approved. The reduction was accomplished by the elimination of 11 sizes contained in the earlier schedule and the addition of 6 new sizes that have come into use. The report recommended the following sizes as meeting essential requirements and invited the cooperation of all factors in the distribution of canned foods looking to the elimination of odd sizes.

Name	Can Makers' Description	Capacity (Ozs. Adv. of Water at 68° F.) Full Can Sealed
5Z	202 x 214	4.85
6Z	202 x 308	6.08
8Z-Short	211 x 300	7.93
8Z-Tall	211 x 304	8.68
No. 1 (Picnic)	211 x 400	10.94
No. 211-Cylinder	211 x 414	13.56
No. 300	300 x 407	15.22
No. 1-Short	301 x 400	14.02
No. 1-Tall	301 x 411	16.70
No. 303	303 x 406	16.88
No. 306-Cylinder	303 x 509	21.86
No. 1-Flat	307 x 203	8.89
No. 2-Special	307 x 408	20.25
No. 2	307 x 409	20.55
No. 2-Cylinder	307 x 509	25.44
No. 1 1/4	401 x 205.5	13.14
No. 2 1/2	401 x 411	29.79
No. 3	404 x 414	35.08
No. 10	603 x 700	109.43
No. 1-Square	300 x 308	17.27
No. 2 1/4-Square	300 x 308	32.47
	x 604	

Trade Practice Committee

The report of the Trade Practice Committee, submitted to the Board of Directors at their meeting on January 24th, was presented at the general session of the convention on Tuesday morning by Chairman Ralph O. Dulany. The report reviewed developments from the date of the industry meeting at Chicago on July 17th, when appointment of a committee on trade practices was authorized, up to the meeting of the Committee on January 21st, preceding the convention. These developments have been noted from time to time in the INFORMATION LETTER. At its meeting on January 21st the Committee, after full discussion, approved a report to the Board:

(1) That up to the present time it has not appeared feasible to secure trade practice rules which would have resulted in clarification of any of the subsections of the Robinson-Patman Act;

(2) That at the present time it appears to be the policy of the Federal Trade Commission in approving trade practice rules to approve only rules which repeat word-for-word

the language of the statute, which type of rule your Committee does not believe would prove useful to the canning industry;

(3) That your Committee has been advised that there is some possibility that this present policy of the Federal Trade Commission may be modified or that legislative changes in the Federal Trade Commission Act may enable the Commission to consider more detailed trade practice rules; and

(4) That your Committee recommends that it be authorized to continue its investigation of the possibility of securing such trade practice rules and to report from time to time to the Board of Directors any new developments which warrant the belief that rules which would be helpful to the industry might be secured.

Resolutions Adopted

The following resolutions were adopted at the closing session of the convention on Friday morning:

The success of the convention is, to a great extent, due to the valued contributions of the guest speakers, to all of the allied industries, and to the daily and trade press; therefore be it

Resolved, That the President and Secretary of the Association are hereby requested to write a letter to each of them, expressing on behalf of this convention, its sincere appreciation of their friendly cooperation.

* * *

Resolved, That this Association again express its appreciation to the can companies for their continued efforts toward building greater confidence in canned foods through constant modern advertising.

* * *

Hundreds of thousands are now homeless as a result of disastrous floods, deprived of an opportunity to carry on their usual occupations, and dependent upon the generosity of a sympathetic public for food and shelter. Representatives of the industry assembled at Chicago have expressed through the Association their desire to participate in the relief work by contribution of canned foods, and through an appropriate committee have arranged for the collection of these contributions by state canners associations. Therefore be it

Resolved, That the National Canners Association urge all canners to cooperate to the fullest extent of their opportunity and ability in this worthy effort for relief of those who have been stricken by the flood disaster.

* * *

Continued progress by canners and distributors in carrying out the industry's program for descriptive labels for its products has been demonstrated by the exhibit at this convention of a wide variety of labels, embodying descriptive terms which have been adopted and put into use by individual firms. The descriptive labeling plan is meeting with a cordial acceptance by consumers for whose benefit it was formulated. Therefore be it

Resolved, That members of the canning industry be urged in currently revising their labels to continue and extend the use of the descriptive terms recommended by the Labeling Committee both to obtain uniformity in the use of such terms and to expedite the general adoption of the plan.

Once again at this convention, both in general session and in committee meetings, the community of interest between grower and canner was discussed. Your Committee on Statistics and Information which has for months diligently conducted its studies for the preparation of information bulletins explaining this mutual relationship has reported important progress. A complete illustrated pamphlet concerning the growing and canning of peas was presented at the general meeting Wednesday, and it was there announced that bulletins of the same type covering corn and other products would soon be ready for distribution. It was further stated that the tomato bulletin issued last year is in process of revision and will soon be published. No better summing up of the importance of this work has been made than that of our counsel, Judge J. Harry Covington, in his eloquent speech delivered before the convention on Monday.

"There is one problem of increasing importance, peculiar to your industry, about which I wish to say a few words. That problem is the relationship of grower to canner. You are to have an address on the subject by Mr. Tapp, an important member of the A.A.A. staff of Secretary Wallace. I would not venture to anticipate his informing and detailed thoughts upon the subject. I should think it proper, however, for me to urge that a harmonious cooperative relationship between grower and canner is essential to both. Without properly grown fruits and vegetables of full ripeness and quality there would be nothing to put into the can. Without a fair return to the canner for his product there cannot be adequate price to the grower for his raw material. The grower and the canner are essentially business partners. Their joint enterprise is the production and distribution of canned food products at a profitable price to both. The basic relationship has not always been understood and consequent antagonisms injurious to both have too often developed. The grower and the canner must have a continuing incentive to support each other in every proper manner for their mutual advancement. And the relationship will develop in the proper fashion just to the extent that you promote it. It is primarily your problem. You are the ones who have the power to make the growers of the country your splendid effective associates for your common welfare."

Therefore be it

Resolved, That every member of the National Canners Association is urged energetically to cooperate in this move for better relationship between grower and canner. As these bulletins are issued, canners should secure a sufficient quantity to distribute among their growers and are urged also to talk to their field men and others for the purpose of securing their active participation in the movement.

* * *

Leadership is a fundamental factor in the success of a trade organization, and the National Canners Association during the past two years has been singularly fortunate in having as its President a man who has combined ability and initiative with a desire to be of greatest possible service to the Association and the industry it represents. He has given freely of his time and talents, even at the sacrifice of his own interests. Therefore be it

Resolved, That the Association on behalf of the members of the canning industry extend to Mr. Orr this expression of their high personal regard, their appreciation of the service

he has rendered, and their sincere wishes for his success; and be it further

Resolved, That this resolution be made a part of the permanent records of the Association and an engrossed copy presented to Mr. Orr.

* * *

Resolved, That the National Canners Association once again express its esteem for our capable and lovable Secretary, Mr. Frank E. Gorrell.

* * *

Resolved, That authority be delegated to the President of the National Canners Association to determine for this Association the location of the next convention.

Publications Released at Convention

In connection with the meetings and conferences held during convention week, the Association made available to those in attendance various publications. It is planned to send copies of these at an early date to all member canners, and copies of some will also be sent to non-member firms. The publications issued include:

Annual Address of President and Annual Report of Secretary

Annual Report of Research Laboratories to the Research Committee, 1936

Agricultural Research Relating to Canning Crops II—Field Work and Review of Publications

Home Economics Work of the National Canners Association and Its Relation to the Industry and the Consumer

Supplementary Survey of the Social Security Program and Taxes Levied Thereunder

Canned Sweet Corn—A Statistical and Economic Study by the Division of Statistics

In addition, it is planned to issue in pamphlet form the address by Judge J. Harry Covington at the opening session, and the report of the Sales Contract Committee presented at the Tuesday general session.

Canners Contribute to Flood Relief

The convention paused in the midst of its opening session on Monday, January 25th, to offer assistance to the victims of the disastrous flood in the Ohio and Mississippi Valleys.

Mr. H. R. Shaffer of the Shirley Canning Company of Shirley, Indiana, explained to the assembled canners the dire situation of those who had been driven from their homes by the flood, and the canners responded by voting to make contributions of canned foods to be sent to the homeless.

President Orr appointed a committee to organize the relief program and develop the means for assembling, shipping and distributing the contributions, consisting of H. R. Shaffer, Shirley Canning Company, Shirley, Ind.; Craig Dillon, Vincennes Packing Company, Vincennes, Ind.; J. J. Rogers, Secretary, Indiana Canners Association, Indianapolis; E. C. Thatcher, DeGraff Canning Company, DeGraff, Ohio; Roy Irons, Secretary, Ohio Canners Association, Clyde, Ohio; and Carlos Campbell, National Canners Association. H. R. Shaffer was elected chairman and Carlos Campbell was elected secretary of the Committee.

The Committee met immediately after being appointed and developed the following program: Contributions were to be secured directly by the Committee from canners attending the convention. The plan for obtaining contributions from other canners was decentralized. Each State was set up as a unit and the secretary of the State Canners' Association was appointed to manage the campaign for contributions. Each secretary was to develop his own program. Each State secretary will forward his State's list of contributions to the Committee's secretary at the offices of the National Canners Association in Washington.

As soon as the locations of the various contributions have been determined by the Committee, its secretary will assemble the canned foods contributed in concentration points where it will be turned over to the Red Cross and shipped to the flood districts.

The Committee was very fortunate in obtaining offers of assistance from the various agencies of the Federal Government. W. P. A. trucks will be used wherever necessary for

assembling the canned foods at concentration points. In some instances the canners themselves have offered to transport the goods to concentration points. This is particularly true of those States near the stricken areas.

Large shipments have already been made from Ohio, Indiana and Illinois. Harvey Burr, secretary of the Wisconsin State Association has reported that 1,200 cases were to be shipped from Madison to the flood area on Wednesday, February 3. A number of other States have practically finished assembling their contributions and have requested definite shipping instructions.

In addition to this program, the Committee contacted various canners who brought samples to Chicago and from these canners obtained contributions for flood relief. About 100 cases of these samples were assembled by the Committee; W. P. A. trucks came to the hotel and hauled them to the Chicago chapter of the Red Cross, which will direct their use for flood relief.

N. C. A. Officers, Directors, and Committees, 1937

OFFICERS

PRESIDENT: Ralph O. Dulany, John H. Dulany & Son, Fruitland, Md.
FIRST VICE-PRESIDENT: Karl Kuner Mayer, Kuner-Empson Co., Brighton, Colo.
SECOND VICE-PRESIDENT: Leonard E. Wood, California Packing Corp., San Francisco, Calif.
SECRETARY-TREASURER: Frank E. Gorrell, Washington, D. C.

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 *William Bewley, Bewley Brothers Canning Company, Middleport, N. Y.
 *F. E. Brewer, Marshall Canning Company, Marshalltown, Iowa.
 E. E. Chase, Jr., Richmond-Chase Company, San Jose, Calif.
 F. T. Clark, Waupun Canning Company, Waupun, Wis.
 *M. F. Counter, Fort Lupton Canning Company, Fort Lupton, Colo.
 B. Frank Craddock, Dyersburg Canning Company, Dyersburg, Tenn.
 S. B. Cutright, Illinois Canning Company, Hoopeston, Ill.
 Clinton W. Davis, Portland Packing Company, Portland, Maine.
 H. K. Defendorf, Kauai Pineapple Company, Ltd., San Francisco, Calif.
 A. R. Dunbar, Old Grimes Canning Company, Des Moines, Iowa.
 *W. R. Eddington, Eddington Canning Company, Springville, Utah.
 Edward R. Elwell, Burnham and Morrill Company, Portland, Maine.
 A. T. Flynn, Reid, Murdoch and Company, Rochester, Minn.
 H. C. Frost, Starr Fruit Products Company, Portland, Ore.
 W. T. Dixon Gibbs, Gibbs and Company, Baltimore, Md.
 Ollie Gilliatt, Vincennes Packing Corporation, Vincennes, Ind.
 *George F. Greb, Blytheville Canning Company, Blytheville, Ark.
 R. P. Harper, Van Camp Sea Food Company, Terminal Island, Calif.
 P. E. Harris, P. E. Harris and Company, Seattle, Wash.
 Jess K. Harrison, Christiansburg Canning Company, Christiansburg, Va.
 Henry W. Hartle, Owatonna Canning Company, Owatonna, Minn.
 *J. M. Hills, Grocery Products Manufacturing Corp., West Chester, Pa.
 *H. J. Humphrey, Snider Packing Corporation, Rochester, N. Y.
 E. S. Kale, C. S. Kale Canning Company, Everson, Wash.
 M. E. Knouse, Knouse Corporation, Peach Glen, Pa.
 *H. F. Krimendahl, Crampton Canneries, Inc., Celina, Ohio.

Albert M. Lester, California Packing Corp., San Francisco, Calif.
 *Carl N. Lovegren, Hunt Brothers Packing Company, San Francisco, Calif.
 Herman N. Lutz, John V. Sharp Canning Company, Williamstown, N. J.
 M. H. Mann, Red Lodge Canning Company, Red Lodge, Mont.
 Ralph L. Mason, Newark, Md.
 *E. A. McCornack, Eugene Fruit Growers Association, Eugene, Ore.
 *H. J. McDonald, Elyria Canning Company, Elyria, Ohio.
 Irving A. Nelson, Cool Spring Canning Company, Lake Mills, Iowa.
 Harold F. Patterson, Lyndonville Canning Company, Lyndonville, N. Y.
 *Charles F. Pearce, Frank C. Pearce Company, Gloucester, Mass.
 H. P. Peterson, Rocky Mountain Packing Corp., Salt Lake City, Utah.
 Ralph Polk, Jr., The Polk Company, Haines City, Fla.
 John J. Porter, East Jordan Canning Company, East Jordan, Mich.
 *Frank H. Raymond, Fremont Canning Company, Fremont, Mich.
 Atherton Richards, Hawaiian Pineapple Company, San Francisco, Calif.
 A. F. Schroder, Wisconsin Canning Company, Winneconne, Wis.
 *R. C. Sharp, Sharp Canning Company, Celina, Ohio.
 Chester C. Soule, Monmouth Canning Company, Portland, Maine.
 *Paul Stanton, Florida Fruit Canners, Inc., Frostproof, Fla.
 *Isidore Stephany, Greenabaum Brothers, Seaford, Del.
 *T. Stran Summers, Charles G. Summers, Jr., Inc., New Freedom, Pa.
 *C. B. Urann, Cranberry Canners, Inc., South Hanson, Mass.
 Clarence M. Walters, Libby, McNeill and Libby, Chicago, Ill.
 Edwin Warfield, Jr., Hillsboro-Queen Anne Co-operative Corp., Baltimore, Md.
 Guy L. Webster, G. L. Webster Company, Cheriton, Va.
 *King Weeman, Shawano Canning Company, Shawano, Wis.
 *F. A. Wilder, Pratt-Low Preserving Company, Santa Clara, Calif.
 Paul H. Wolf, Roach-Indiana Corporation, Gwynneville, Ind.
 James S. Wyman, Jasper Wyman and Son, Milbridge, Maine.

* Elected at 1937 Convention.

SECTION OFFICERS

APPLES AND APPLE PRODUCTS

Chairman: M. E. Knouse, Knouse Corporation, Peach Glen, Pa.
Secretary: Mark Ewald, Olympia Canning Co., Olympia, Wash.

DRY BEAN

Chairman: Morton Steinhart, Otoe Food Products Co., Nebraska City, Nebr.
Secretary: C. M. Schofield, G. S. Suppinger Co., Belleville, Ill.

WAX AND GREEN BEAN

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 Secretary: E. R. Mayer, Kuner-Empson Company, Brighton, Colo.

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Chairman: James M. Irwin, Haserot Co., Cleveland, Ohio.
 Secretary: James Lyman, Traverse City Canning Co., Traverse City, Mich.

CORN

Chairman: G. C. Scott, Minnesota Valley Canning Co., LeSueur, Minn.
 Secretary: G. E. Carrier, Iowa Canning Co., Vinton, Iowa.

KRAUT

Chairman: H. G. Pressing, Standard Brands Inc., Norwalk, Ohio.
 Secretary: Alden C. Smith, Schiocton Kraut Co., Schiocton, Wis.

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Chairman: J. J. Vollertsen, Armour & Co., Chicago, Ill.
 Secretary: W. Lee Lewis, Institute of American Meat Packers, Chicago, Ill.

PEA

Chairman: Allen R. Burr, Waunakee Canning Co., Waunakee, Wis.
 Secretary: F. Hall Wrightson, Chas. T. Wrightson & Son, Easton, Md.

PUMPKIN AND SQUASH

Chairman: E. A. McCornack, Eugene Fruit Growers Association, Eugene, Oreg.
 Secretary: Henry P. Cannon, H. P. Cannon & Son, Bridgeville, Del.

TOMATO AND TOMATO PRODUCTS

Chairman: Kenneth N. Rider, Kenneth N. Rider Co., Trafalgar, Ind.
 Secretary: G. O. Bailey, Snider Packing Corporation, Rochester, N. Y.

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 C. L. Keene, West Poland, Maine.

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 R. L. Carpenter, Paragould, Ark.

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 James Stoops, Van Wert, Ohio.

Maryland, New Jersey, Delaware, Pennsylvania and Virginia

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 F. Hall Wrightson, Easton, Md.

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 Roy W. Hemingway, Auburn, N. Y.
 Laurence Meulendyke, Rochester, N. Y.

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 J. J. Wittenburg, Cedarburg, Wis.

Utah, Montana, Colorado and Idaho

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 Herbert J. Barnes, Kaysville, Utah.
 Cassius L. Kirk, Bozeman, Mont.

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 Walter L. Graefe, Griffin, Ga.
 Julian McPhillips, Mobile, Ala.

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William F. Gohlke, Austin, Texas, Chairman.

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 Ollie Gilliatt, Vincennes, Ind.
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 Howard A. Orr, Circleville, Ohio.
 Robert C. Paulus, Salem, Oreg.
 A. F. Schroder, Winneconne, Wis.
 W. Scott Silver, Havre de Grace, Md.
 E. S. Thorne, Geneva, N. Y.
 E. F. Trego, Hoopeston, Ill.
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 C. A. Yunker, Markesan, Wis.

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RED CHERRY STANDARD

Comment on Tentative Proposal Invited by Food and Drug Administration

On January 12, 1937, the Food and Drug Administration announced a public hearing on a tentative McNary-Mapes standard for canned red sour pitted cherries, to be held at the Stevens Hotel, Chicago, on January 26th. The purpose of drafting this new standard was to establish separate standards for sweet cherries and for red sour pitted cherries. Although the time was short, an effort was made to bring this to the attention of cherry canners and distributors and others who might be interested.

At the hearing there was discussion of such requirements as degree of freedom from blemishes and pits, minimum drained weight, and declaration of special features such as water pack and presence of artificial color or excessive pits.

Cherry canners who were unable to attend the hearing should not overlook the fact that written comment on the proposed standard is invited. Such comment should be submitted to the Food and Drug Administration, Washington, D. C., not later than March 1, 1937. Copies of the tentative standard may be secured from the Food and Drug Administration.

Machinery and Supply Officers

The Canning Machinery and Supplies Association at its annual meeting in Chicago elected the following named officers for 1937: President, Neal S. Sells, Sprague-Sells Corporation, Hoopeston, Ill.; Vice-President, W. E. Nicholoy, Scott Viner Company, Columbus, Ohio; Secretary-Treasurer, S. G. Gorsline, Battle Creek, Mich.

Food Brokers' Officers for 1937

The following named officers for 1937 were elected by the National Food Brokers Association: President, Thomas H. McKnight, of McKnight & Patten, Memphis; 1st Vice-President, James J. Reilley, Philadelphia; 2nd Vice-President, Harry L. Wagner, of Carter-Wagner Brokerage Co., St. Louis; 3rd Vice-President, A. A. Hallander, of A. A.

Hallander & Co., Inc., Portland, Oregon; and Treasurer, J. L. McDermed, of C. L. Dietz & Co., Indianapolis. Secretary Paul Fishback was reappointed by the Executive Committee of the Association.

National-American Wholesale Grocers Association Officers

William H. Tyler of Tyler & Simpson Co., Fort Worth, Texas, was elected president of the National-American Wholesale Grocers Association at their convention in Chicago. Vice presidents were named as follows: Winthrop C. Adams, Cambridge, Massachusetts; S. M. Flickinger, Buffalo, N. Y.; Fred R. Drake, Easton, Pennsylvania; Ralph A. Trout, New Brighton, Pennsylvania; S. M. Janney, Fredericksburg, Virginia; Henry King, Chattanooga, Tennessee; S. B. Steele, Chicago; R. N. Benson, El Dorado, Arkansas; Charles B. Jordan, Minneapolis; J. T. Griffin, Muskogee, Oklahoma; O. E. Radford, Abilene, Texas; and A. J. Fale, San Francisco. William B. Mackey of Philadelphia was elected treasurer.

Time for Filing Federal Unemployment Compensation Returns Extended to April 1st

In a Treasury Decision issued on January 21, 1937, the Commissioner of Internal Revenue extended to April 1, 1937, the due date for filing Federal Unemployment Compensation returns on Form 940 for the year 1936.

This action was designed to accommodate, and is of particular importance to, employers in those States which recently enacted State unemployment compensation statutes but have not as yet set up administrative procedure for the collection of the taxes. It will be recalled that under the provisions of Regulations 90 the Federal returns on Form 940 were due on or before January 31, 1937, and no credit was allowable for contributions under State acts unless actually made prior to that date. By virtue of this extension of time for filing, credit may be obtained for State contributions made at any time prior to April 1, 1937.

The extension is self-executing and applies to all employers throughout the United States. It is not necessary to apply to local collectors for individual extensions or to file tentative returns.

Tennessee-Kentucky Cannery Meeting Delayed

The annual meeting of the Tennessee-Kentucky Cannery Association, scheduled for February 3rd and 4th at Knoxville, Tennessee, Hotel Andrew Johnson, has been postponed on account of flood conditions in Tennessee and Kentucky. Unless further postponement should be necessary the meeting will be held at the Hotel Andrew Johnson in Knoxville on February 15th and 16th.

Grade Terms Under Perishable Act

The U. S. Department of Agriculture announced on January 29th that it will construe as "United States grades" such terms as "Fancy," "No. 1," or "Commercial" in cases arising under the Perishable Agricultural Commodities Act. The provisions of this Act apply to fresh produce.

WHAT'S DOING IN CONGRESS

Past Week Devoted Chiefly to Consideration of Appropriation Bills

During the week of February 1st Congress devoted most of its time to appropriation bills. The Senate passed the first deficiency bill, which carries \$789,000,000 for relief out of a total appropriation of \$933,000,000. It was passed by the House the preceding week and now goes to conference on the Senate amendments. The Senate also passed a resolution extending until July 1, 1939, the power of the Government to guarantee with United States obligations the Federal Housing Administration debentures.

After spending the first half of the week in debate on the independent offices supply bill, the House approved the appropriation of \$1,046,757,143, which includes \$1,981,000 for the Federal Trade Commission, an increase of \$474,000 over the total that will be expended this current fiscal year.

The House then considered the Doughton resolution to extend for three years the Presidential authority to negotiate reciprocal trade agreements.

Thus far this session of Congress three major bills have been passed and approved by the President: the Gold Reserve Act extension granting the President, until June 30, 1939, continuance of his present authority to devalue the dollar and to use the \$2,000,000,000 stabilization fund to maintain the value of American currency in world markets; the R.F.C. extension, which continues until July 1, 1939, the life of the Reconstruction Finance Corporation, the Commodity Credit Corporation, the Export-Import Bank, the R.F.C. Mortgage Corporation, and the Electric Farm and Home Authority, and the crop production loan bill, which authorizes a \$50,000,000 appropriation for the use of the Farm Credit Administration in making loans to farmers up to \$400 at 4 per cent interest. The appropriation is carried in the first deficiency appropriation bill.

Committee hearings were in progress during the week on the regular appropriation bills for the State, Justice, Commerce, Labor, and Navy Departments for 1938; and on farm tenancy; neutrality; long-and-short haul; corporation licensing; civil service classification; and war profits legislation.

FOOD AND DRUG.—The Senate Commerce committee has appointed a subcommittee composed of Senators Copeland,

Bailey, Caraway, Clark, McNary, Vandenberg, and Gibson, to consider S.5. The subcommittee discussed the advisability of holding hearings on S.5, but deferred a decision on this and it is said that no action is expected within the next two weeks. Hearings, if held, are expected to be brief and limited to any new matters contained in the proposed legislation.

The House committee on Interstate and Foreign Commerce has not acted on Chapman's bill (H.R.300).

AGRICULTURE.—The House Committee on Agriculture has been holding hearings on Chairman Jones' farm tenancy bill (H.R.8) which provides for a \$50,000,000 capitalized corporation and for a like amount to be appropriated for each of the ten following years. The corporation is empowered to acquire land and equipment to loan for ten-year periods or until 25 per cent of the price of the land has been paid as rent, at which time the farmer may exercise an option to buy over an additional 40-year period. Dr. W. L. Alexander, Resettlement Administrator, in the course of testimony on Wednesday before the committee, said he understood the President's committee on farm tenancy would have its report ready within a few days.

The Secretary of Agriculture has called a conference of farm leaders to meet in Washington on Monday, February 8, and Tuesday, February 9, in a closed conference to consider and make recommendations concerning an ever-normal granary plan, and other proposals and policies affecting agriculture.

Senator E. D. Smith and Representative Marvin Jones, chairmen respectively of the Senate and House Committees on Agriculture, and a group of more than fifty, including representatives of farm organizations and representative farmers from different parts of the country, have been invited to the conference. National organizations which have been invited to be represented include the American Farm Bureau Federation, National Grange, Farmers National Union, National Cooperative Council, and the Farmers National Grain Corporation.

TYDINGS-MILLER RESALE PRICE BILL.—The House Judiciary Committee is expected to report soon on the bill (H.R.1611) which would provide that contracts prescribing minimum prices for the resale of a commodity bearing the brand or name of the producer shall not be unlawful, provided the contract is lawful, as applied to intrastate transactions under the laws of the State in which the resale is to be made or to which the commodity is to be transported following the sale. The bill also provides that such contracts shall not be construed as an unfair method of competition under Section 5 of the Federal Trade Commission Act. An identical bill passed the Senate last Congress but was not acted upon by the House committee.

TRADE PRACTICES.—It will probably be several weeks before committee action will be taken on the companion bills (S.1070-H.R.3143) to broaden the Federal Trade Commission's authority by making unlawful "unfair or deceptive acts and practices in commerce." At the last Congress this legislation was known as the Wheeler-Rayburn bill, but it is being sponsored in the House this session by Chairman Lea of the committee on Interstate and Foreign Commerce, to which the bill has been referred. The bill passed the Senate last year, but was not reported out of the House committee. An analysis of the bill appeared in the INFORMATION LETTER for March 14, 1936.

LONG AND SHORT HAUL.—The bill (H.R.1668) to amend the Interstate Commerce Act to permit railways to charge, under certain conditions, lower rates for long hauls than for shorter ones, which died in the Senate Committee on Interstate Commerce last Congress after passing the House by a large majority, has again been introduced by Representative Pettengill of Indiana. Last Congress a subcommittee of the House Interstate and Foreign Commerce Committee held hearings on the bill, but this session the full Committee is engaged in holding hearings that began on January 28th and are expected to continue for several days more.

LABOR.—With the exception of the hearings in progress on the O'Mahoney Corporation Licensing bill there has been no action on other labor legislation.

The O'Mahoney bill would require all corporations engaged in interstate commerce to be licensed by the Federal Trade Commission, each license issued to contain provisions with respect to child labor, discrimination against women, collective bargaining, and minimum wage and maximum hours. It would also make the directors and management the trustees of the stockholders of the licensed corporation.

The House Committee on Labor rejected on Wednesday a resolution offered by Representative Hoffman of Michigan which would have required the Secretary of Labor to provide Congress with all available information on the Michigan strikers, including relative membership of the striking unions and the manner in which the strikes are financed.

OTHER BILLS.—Included among the many bills recently introduced are measures to appropriate \$250,000 for the purpose of enabling the Surplus Commodities Corporation to divert surplus products of the fishing industries from the normal trade channels by acquiring them for flood relief (H.R.4288), and a bill to amend the Agriculture Adjustment Act so that the powers of the Surplus Commodities Corporation to encourage the domestic consumption of commodities by diverting them from the normal channels of trade shall extend to fish (including shellfish) and the products thereof (H.R.3913).

A United States Food Research Commission would be created by House Joint Resolution 65 that has been referred to the Agriculture Committee. The resolution calls for an appropriation of \$500,000 for the Commission to carry into effect such studies as are necessary to determine the food values of the various articles used as foods in the several sections of the United States.

ROBINSON-PATMAN COMPLAINT

Discrimination in Allowances, Services, and Discounts Charged in New Case

In a complaint issued on February 1st by the Federal Trade Commission, Primrose House, Inc., a New York cosmetic manufacturer, is charged with violation of the Robinson-Patman Act by discrimination in the giving of allowances, services, facilities, and discounts. The Commission's announcement of the complaint states:

"The complaint alleges that the respondent company discriminated in favor of certain of its retail purchasers against other purchasers by giving and furnishing certain allowances,

services and facilities not accorded to all buyers on proportionately equal terms. The respondent company is also charged with discriminating in price between different purchasers of its products, of like grade and quality, by giving certain purchasers different prices than those quoted to others.

"Special services and facilities alleged to have been furnished certain customers included demonstrators, 'beauty counsellors', products to be given away, cooperative advertising arrangements, and transportation allowances.

"The respondent company is said to classify its customers as follows: 'demonstrated accounts', including customers in whose stores the respondent company allegedly places and pays the salaries of demonstrators classified as temporary, permanent, full-time or part-time, who appear as employees of the retailers; 'non-demonstrated accounts'; 'push money accounts', where the salesperson of the retailer allegedly receives from the respondent company a commission on all sales made of the respondent company's products; customers in whose stores the respondent company conducts promotional sales for the benefit of the retailer; customers with whom the respondent company makes cooperative advertising arrangements and those to whom it makes transportation allowances.

"Customers selected for cooperative advertising arrangements are said to receive different advertising allowances from the respondent company as among themselves. In some cases Primrose House, Inc., is alleged to pay 50 per cent of the customer's bill for advertising its products; in other cases 75 per cent, and in still other cases the whole advertising bill is paid.

"Customers, classified for purposes of transportation allowances, are alleged to receive allowances on shipments made as follows: Outside the metropolitan New York trading area, on orders of \$100 net or more, deduction of full transportation cost; on orders less than \$100 but not less than \$10, one-half the transportation cost. To some customers in trade territory in which the above allowances apply, customers are alleged to be permitted to deduct full transportation cost where the amount of the order exceeds \$25.00.

"It is alleged that discriminative discounts from list prices were given customers, as follows:

"On non-demonstrated accounts, discounts ranging from 33 1/3 per cent to 33 1/3 per cent plus 10 per cent plus 5 per cent, on purchases ranging from less than \$500 net to \$25,000 net.

"On part-time demonstrated accounts, discounts of 33 1/3 per cent plus 5 per cent on amounts purchased of less than \$3,500 net, and 33 1/3 per cent plus 10 per cent on purchases of \$3,500 net or more.

"On full-time demonstrated accounts, discounts ranging from 33 1/3 per cent plus 5 per cent, to 33 1/3 per cent plus 10 per cent plus 5 per cent, on purchases ranging from less than \$5,000 net to \$40,000 net or more.

"In 20 per cent promotional sales, the retailer is said to have been allowed a 10 per cent discount additional to any other discounts accruing to him because of other classifications.

"The complaint charges that the effect of these discriminations has been substantially to lessen or to injure, destroy or prevent competition between the respondent company and other manufacturers and sellers, and between and among the respondent company's customers, who receive the advantages in allowances, services or facilities and in larger discounts, as alleged, and those who do not receive such advantages or who receive smaller discounts."

Shrimp Inspection Regulations Amended

Under authority conferred by the amendment of August 27, 1935, to the Federal Food and Drugs Act, Section 10A, the Secretary of Agriculture has approved, under date of January 18, 1937, the adoption and promulgation of the following amendment to the revised regulations (F. R. 704) for inspection of canned shrimp: At the end of Paragraph (c), Regulation 13, insert:

"Provided, That any excess fees paid under Paragraph (d) remaining to the credit of the packer at the time an extension to the inspection period is approved may be applied, upon a written request by the packer, to the payments required for extension."

Texas Citrus Marketing Agreement Proposed

A proposed marketing agreement and order to regulate the handling of citrus fruit grown in Texas will be the subject of a hearing at Mercedes, Texas, on February 13th. The proposed marketing agreement and order provide for the regulation of the handling of citrus fruit grown in the State of Texas, and, among other things, provision is made for: (a) limitation of shipments by means of period proration, (b) limitation of shipments by grades and/or sizes, (c) the establishment of administrative agencies, and (d) assessment to cover administrative expenses.

Retail Sales Indexes

The following grocery chain store, variety store, and rural retail sales indexes for the month of December and the year 1936 have been announced by the U. S. Bureau of Foreign and Domestic Commerce.

GROCERY CHAIN STORES.—Daily average sales for December showed practically no change in dollar volume from December, 1935, but were 6 per cent above the same month of 1934. Average daily sales for 1936 were 4 per cent above those for 1935 and were 8 per cent higher than for 1934. December sales increased about 1 per cent from November, or less than the usual increase at that season. However, November sales were more than seasonably high, having showed an increase from October of about 2½ per cent as contrasted with a usual slight decline.

VARIETY STORES.—December daily average sales were about 10 per cent higher than for the corresponding month of 1935 and were about 19½ per cent above the same month of 1934. The total value of sales for the year 1936 was about 8½ per cent above that for 1935, and 10 per cent higher than for 1934.

RURAL RETAIL SALES.—Daily average sales of general merchandise in small towns and rural areas reached an all-time high in December, with dollar volume for the month increased 19½ per cent above December, 1935, and almost 5 per cent above the corresponding month of 1929. Total sales for 1936 were 15½ per cent above the 1935 total and were only 8 per cent below the total for 1929. Sales increased 23 per cent from November to December, considerably more than the usual seasonal amount.

Tolerances for Arsenic, Lead and Fluorine

The Secretary of Agriculture under date of January 26, 1937, announced that the lead tolerance of 0.018 grain per pound will remain in effect for 1937 and until further notice, and that the tolerance of 0.01 grain per pound for arsenic (expressed as arsenic trioxide) and fluorine is continued during the present year.

Production and Stocks of Canned Milk

	1937 Pounds	1936 Pounds	Change Per cent
Manufacturers' stocks (case goods, Jan. 1):			
Evaporated (35 firms)...	254,531,585	72,916,046	+249.07
Condensed (7 firms).....	9,071,393	8,828,524	+ 2.75
Total production, Dec.:			
Evaporated (34 firms)...	111,988,855	100,252,134	+ 11.71
Condensed (7 firms).....	3,983,021	3,820,922	+ 4.24

Frost Seriously Damages Mexican Vegetables

Shipments of all vegetables from the State of Sonora, Mexico, will cease until damage done by the frosts the latter part of January can be determined, which will be for about ten days, according to a telegram dated February 1st from the American consul at Nogales. The tomato crop in southern Sonora is reported by the vice consul at Guaymas to have been totally destroyed and 90 per cent of the green pea crop lost. However, dealers in Nogales claim the estimated damage to peas is too high and that 40 to 75 cars of peas will move to market providing there is no more damage. Losses from frost in the State of Sinaloa were not as severe but about 30 per cent of the tomato plantings were destroyed. Dealers at Nogales estimate that Sinaloa will ship 1,500 cars of tomatoes and 25 cars of green peas during the remainder of the season. It seems evident that there will be a real shortage of green peas from all Mexican sources for several weeks.

Total shipments of vegetables through Nogales from the West Coast of Mexico for the season have amounted to 552 cars compared with 348 to the same date last season and 311 in 1934-35.

FOREIGN TRADE IN FOOD PRODUCTS

Maritime Strike Causes Decline in Total Exports for 1936

United States imports and exports of food products during the calendar year 1936 amounted to \$933,961,000, an increase of 9 per cent over the total of \$856,907,000 in 1935, according to preliminary figures announced by the Food-stuffs Division of the Bureau of Foreign and Domestic Commerce. This increase was accounted for by heavier imports of food products and beverages, which amounted to \$732,336,000 in 1936, an increase of 14 per cent over 1935. On the other hand, exports declined more than 6 per cent, amounting to \$201,625,000 in 1936, as compared with \$215,755,000 in 1935.

Exports for the first ten months of 1936 were larger than the corresponding period of 1935, but the maritime strike on the Pacific Coast, which became effective in the early part of November, cut deeply into the shipments in November and December. For example exports of canned and dried fruits in November and December, 1936, totaled only \$2,177,000 as compared with \$15,136,000 in the last two months of 1935. Canned salmon and sardine shipments were down to \$229,000, as compared with \$1,913,000 in the 1935 period; and canned asparagus declined from \$519,000 to \$57,000.

Increased imports of preserved hams, shoulders and bacon were due largely to the strong demand for Polish canned hams, included in this classification.

The following table gives import and export figures on some of the principal items for December, 1935 and 1936:

EXPORTS	December, 1935		December, 1936	
	Pounds	Value	Pounds	Value
Canned salmon.....	3,125,000	\$494,000	48,000	\$7,000
Canned sardines.....	4,867,000	281,000	503,000	34,000
Canned asparagus...	2,152,000	276,000	192,000	29,000
Canned fruits, total.	39,382,000	2,915,000	6,547,000	403,000
Grapefruit.....	1,099,000	70,000	5,456,000	306,000
Apricots.....	2,400,000	187,000	48,000	4,000
Peaches.....	9,395,000	648,000	197,000	16,000
Pears.....	15,991,000	1,088,000	335,000	29,000
IMPORTS				
Canned meats.....	6,892,000	615,000	1,780,000	172,000
Preserved pork.....	740,000	200,000	3,563,000	980,000
Tuna fish in oil.....	455,000	62,000	91,000	16,000
Canned tomatoes...	7,062,000	279,000	5,862,000	211,000

QUARTERLY STOCK SURVEY

Canners' and Distributors' Holdings on January 1st Compared with Last Year

Canners' stocks of fruits and vegetables (peaches, pears, peas, corn, tomatoes, and green and wax beans) on January 1, 1937, were smaller than on the same date last year, while wholesale distributors' stocks of these six items combined were up 15 per cent, according to the quarterly report on stocks compiled by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce.

The report was compiled with the cooperation of the National Canners Association, which collected and furnished the canners' vegetable stock figures. The stock figures on the four canned vegetables represent total stocks. The data on canners' stocks of peaches and pears and on distributors' stocks of all of the six items were collected by the Bureau of Foreign and Domestic Commerce. It is estimated that the distributors' stocks included in the report represent about 70 per cent of the stocks held by the wholesale distributing trade on the respective dates.

The report states:

"Canners' January 1, 1937, holdings of the canned food items on which comparisons with January 1, 1936, are available showed decreases in four items, ranging from 23 per cent for peaches to 54 per cent for green and wax beans. Canned corn stocks were down 34 per cent and peas to 29 per cent. Pear stocks in canners' hands were the exception, showing an increase of 32 per cent over last January. Owing to lack of data for last January no comparison for tomatoes is possible.

"Movement out of canners' hands during the last quarter of 1936 amounted to 34 per cent for peas and 20 per cent for peaches. Percentage disappearance for the other items cannot be calculated owing to intervening packs.

"Wholesale distributors' holdings of the six items combined on January 1, 1937, were up 15 per cent over last January and 16 per cent over October 1, 1936. The latter increase is a normal seasonal rise, comparing with increases of about 15 and 17 per cent during the last quarters of 1934, 1935, respectively."

The following table shows the total stocks of the four vegetables, sold and unsold, in canners' hands on specified dates as compiled by the National Canners Association, and stocks in hands of representative distributors' (estimated to cover 70 per cent by volume of the wholesale distributing trade) as compiled by the Bureau of Foreign and Domestic Commerce:

Commodity	Jan. 1, 1937	Oct. 1, 1936	Jan. 1, 1936
CANNERS			
	Cases	Cases	Cases
Peas.....	6,663,853	10,094,390	9,318,950
Corn.....	5,843,517	11,264,137	8,853,101
Tomatoes.....	8,823,622	none	(a)
Green and Wax Beans...	1,515,507	3,590,484	3,295,394
DISTRIBUTORS			
Peas.....	1,457,454	1,616,729	1,448,299
Corn.....	1,447,839	1,161,970	1,325,215
Tomatoes.....	1,789,421	1,276,556	1,559,848
Green and Wax Beans...	681,076	554,813	534,432

(a) Not available.

The following table shows the stocks of peaches and pears in the hands of canners and distributors on specified dates, as compiled by the Bureau of Foreign and Domestic Commerce. Estimate of the coverage of canners' stocks cannot be made, but the data include figures from 34 peach canners and 36 pear canners, including nearly every large canner of these fruits. The figures on distributors' stocks are estimated to cover about 70 per cent by volume of the wholesale distributing trade.

Commodity	Jan. 1, 1937	Oct. 1, 1936	Jan. 1, 1936
CANNERS			
	Cases	Cases	Cases
Peaches.....	3,952,372	4,936,344	5,106,987
Pears.....	3,117,986	2,515,541	2,366,655
DISTRIBUTORS			
Peaches.....	949,936	893,500	682,537
Pears.....	367,528	276,331	264,442

WILL BUY GRAPEFRUIT JUICE

A.A.A. Announces Plans to Purchase for Relief Distribution

Canners of grapefruit juice in Florida and Texas are being requested by the Agricultural Adjustment Administration to make offers to sell grapefruit juice for relief distribution to the states through the Federal Surplus Commodities Corporation, it was announced on February 1. An initial purchase of 200,000 cases of the juice is sought from canners in Florida, and 100,000 cases from canners in Texas for the two weeks beginning February 8. Similar offers will be requested at intervals of two weeks in accordance with the

UNSOLD CANNED SALMON STOCKS, DECEMBER 31ST

The figures for November 30 and December 31, 1936, in the following statement compiled by the Association of Pacific Fisheries, are based on reports from 77 companies producing probably 94 per cent of the 1936 pack. The figures for December 31, 1935, are based on reports from 72 companies producing approximately 98 per cent of the 1935 pack.

Grades or varieties	Number of cases			Total Dec. 31, 1936	Total Nov. 30, 1936	Total Dec. 31, 1935
	Tails (1 pound)	Flats (1 pound)	Halves (8 doz.)			
Chinooks or Kings:						
Fancy Red.....	1,300	11,267	37,992	50,559	63,582	64,541
Standard.....	6,203	10,469	17,810	34,482	34,808	24,638
Pale.....	2,607	105	3,332	6,044	7,204	6,145
White.....	834	169	773	1,776	1,809	6,757
Puget Sound Sockeyes.....	3,732	3,595	21,717	29,044	30,593	97,903
Alaska Reds.....	273,139	20,825	24,291	318,255	318,211	400,857
Cohoos, Silvers, Medium Reds.....	42,683	9,722	7,257	59,662	63,549	109,646
Pinks.....	1,533,844	900	20,813	1,555,557	1,662,369	2,002,332
Chums.....	224,268	.....	1,669	225,937	252,581	375,214
Bluebacks.....	.....	.....	899	899	895	2,403
Steelheads.....	36	102	2,738	2,876	2,260	9,722
Total.....	2,088,646	57,154	139,291	2,285,091	2,437,861	3,100,158

need of the situation. Offers in connection with the current program are expected to aggregate approximately 1,500,000 cases.

Jesse W. Tapp, assistant administrator of the Agricultural Adjustment Administration, said the grapefruit juice purchase program is one of several measures put into effect to assist grapefruit growers in meeting a serious surplus situation. The A.A.A. announcement further stated:

"The Agricultural Adjustment Administration already has in effect a program for buying fresh fruit for relief distribution. The canned grapefruit juice purchases and the fresh fruit buying program supplement the efforts which Florida growers and shippers are making under a Federal marketing agreement and order in adjusting fresh fruit shipments more nearly in keeping with market requirements so that returns to growers may be improved. The buying of canned grapefruit juice is designed to increase domestic consumption by diverting surplus grapefruit from the normal channels of trade and making the product available to the needy and unemployed.

"Canners supplying the Agricultural Adjustment Administration with grapefruit juice will be required to pay growers a tree price of 31 cents per standard field box in Florida and a tree price of \$7.50 a ton in Texas. These prices are comparable, and are on the same basis on which fresh fruit is being bought by the Agricultural Adjustment Administration in the two areas.

"Each case of canned grapefruit juice in the initial purchase is to contain two dozen No. 2 cans. The cans are to be labeled by the canners with labels which will be furnished them, and the lids of the cans are to be embossed to read 'FOR RELIEF—NOT TO BE SOLD' and with a code symbol which will identify the canner and the date of canning.

"If canners can satisfactorily show that they are unable to complete deliveries of grapefruit juice under their contracts for the reason that they are unable to purchase from growers grapefruit in accordance with the provisions of the program, adjustments will be made for these canners in the time of delivery and in the quantities of grapefruit juice to be delivered.

"Mr. Tapp said that additional purchases of canned grapefruit juice are contemplated in the Florida and Texas areas,

and are to be made as conditions warrant. He said purchases of fresh fruit for relief distribution which started during the last week in October are to be continued. To date, approximately 790,000 boxes of grapefruit in Florida and 337,000 boxes of Texas fruit have been bought by the Agricultural Adjustment Administration for relief use throughout the country. Much of this fruit now being bought is being distributed in the flood-stricken areas of the Mississippi and Ohio River Valleys.

"Surplus agricultural commodities bought by the Agricultural Adjustment Administration are turned over to the Federal Surplus Commodities Corporation for relief distribution to the States. The canned grapefruit juice is to be distributed for relief use after the fresh grapefruit shipping season is over.

"Production of grapefruit this year is placed at 28,383,000 boxes, compared with 18,516,000 boxes a year ago. This year's crop is almost double the 5-year, 1928-1932, average production, and has caused an acute surplus situation resulting in serious marketing difficulties and low prices for growers.

"Through the marketing agreement program which is supplemented by fresh fruit and canned juice purchases by the Agricultural Adjustment Administration, the industry is being enabled to improve marketing conditions for this season's record-breaking crop and develop a more effective program for meeting the more acute marketing difficulties to accompany further increases in production expected within the next half dozen years."

Radio Program on Fishery Industry

The fishery industry will be the subject of a half-hour radio program of the Department of Commerce on Saturday afternoon, February 13, at 3:30. Each week the Commerce Department over a nation-wide hook-up takes up the story of one of the leading American industries. The program will include, besides a 2,000 word description of the beginning and development of the fishery industry, musical numbers by Emery Deutsch and his orchestra.

Canned Beef Bought for Relief

A total of 6,561,300 pounds of canned beef has been made available by the Agricultural Adjustment Administration for relief purposes in the flood stricken States. The supply is from the beef processed in connection with the cattle purchase program conducted during the 1934 drought.

Fruit and Vegetable Market Competition

Carlot Shipments as Reported by the Bureau of Agricultural Economics, Department of Agriculture

	Week ending—		Season total to—	
	Jan. 30	Jan. 30	Jan. 30	Jan. 30
	1936	1937	1936	1937
VEGETABLES				
Beans, snap and lima..	193	261	2,392	4,044
Tomatoes.....	221	345	2,159	2,485
Green peas.....	124	44	537	561
Spinach.....	160	279	2,943	3,260
Others:				
Domestic, competing directly.....	3,372	4,041	60,514	67,177
Imports competing—				
Directly.....	70	32	392	353
Indirectly.....	39	65	1,272	1,095
FRUITS				
Citrus, domestic.....	2,534	4,292	42,663	55,400
Imports.....	2	1	362	95
Others, domestic.....	87	218	16,652	20,876

JAPANESE SALMON PACK

Final Figures Issued by the Japan Tinned Foods Association

The Japan Tinned Foods Association has released its final figures covering the 1936 pack of salmon by Japanese companies operating in Japan Proper, which includes Hokkaido, and in Kamchatka which includes the Maritime Province of Siberia and Islands located between Japan and Kamchatka. The total pack in 1936 is reported as 2,346,716 cases, a very slight decline from the total of 2,379,785 cases reported in 1935 but slightly larger than the 1934 pack of 2,309,116 cases. The following table summarizes the salmon pack by varieties and type during the three years ending with 1936:

	1934	1935	1936
	Cases	Cases	Cases
Red.....	1,009,981	389,802	792,865
Silver.....	58,405	97,700	254,019
King.....	2,847	8,838	11,619
Pink.....	1,171,505	1,829,254	1,238,920
Chum.....	37,585	20,977	9,095
Salmon and Bamboo.....	6,399	5,833	11,051
Neck tidbits.....	12,667	9,224	7,776
Other tidbits.....	9,727	18,157	11,511
Salmon in oil.....			9,860
Total.....	2,309,116	2,379,785	2,346,716

The Japan Tinned Foods Association reported that of the 1936 pack, 91.67 per cent represented choice and fancy grades, 2.29 per cent standard grades, 4.10 per cent passed grades, 1.93 per cent other than standard, and 0.01 per cent rejected as unsuitable.

New Fish Canning Company in Philippines

American trade commissioner J. C. Richards at Manila has reported to the Department of Commerce the organization of a concern known as the Japan-Philippine Fishery Company, capitalized at \$150,000, to catch and can fish. The cannery will be located at St. Zamboanga. Sixty-one per cent of the capital will be supplied by Philippine interests, and the remaining 39 per cent by the South Sea Marine Products Company, a Japanese concern affiliated with the Nissan-owned Kyodo Fishery Company. In spite of the 61 per cent ownership by Philippine interests the report from Manila indicates that it is believed the company will be controlled by Japanese.

Japanese canning machinery and fishing equipment will be supplied, and it would appear that the Japan-Philippine Fishing Company might become an important wedge for increasing Japanese participation in fishing activities in Southeastern Asia.

Report on Foreign Fisheries Bounties

The United States Tariff Commission has issued as Report No. 116, Second Series, its report to the Senate on subsidies and bounties to fisheries enterprises by foreign governments. Countries covered by the report include Canada, Denmark, France, Germany, Iceland, Irish Free State, Italy, Japan, Mexico, The Netherlands, Newfoundland, Norway, Portugal, Soviet Russia, and the United Kingdom. Copies of the report are available from the Superintendent of Documents, Government Printing Office, at 15 cents each.

Dating Bill Proposed in New York

Bills have been introduced in the House and Senate of the New York State Legislature amending the State agriculture and markets law so as to require canned food labels to bear a statement of the month or year in which the products were packed.

Parisians Drinking More Fruit Juices

American fruit juices are becoming increasingly popular in Paris, according to a report to the Commerce Department from the assistant trade commissioner at Paris. Bars and cafes in the French capital now feature fruit juices in individual bottles, including grapefruit, pineapple, grape and orange.

The fruit juices are distributed by a recently organized French company under the brand name "Verger". The pineapple and grapefruit juices are purchased from American distributors, usually in gallon cans, and are then opened, sterilized and repacked. Orange juice was originally treated in the same manner but this item apparently did not lend itself to the different processes and has to a large extent been eliminated, the report states.

The tomato juice sold by the "Verger" Company is manufactured in France, and there has been a notable improvement in the quality of the French product in the past year.

Outside of Paris and the resort cities, consumption of fruit juices in France is unimportant. The relatively high price of 2.50 francs (12 cents) per bottle is a factor that tends to limit the demand for these items in the Provinces.

Report Issued on Occupational Diseases

A summary of State reports of occupational diseases, with a survey of preventive legislation from 1932 to 1934, has been issued by the Women's Bureau of the U. S. Department of Labor as Bulletin 114. Copies of the bulletin may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 10 cents each.

Winter Fruit and Vegetable Supply

The fruit supply is smaller than last winter and prices are higher. Most vegetables are abundant and prices generally lower, the Bureau of Agricultural Economics reports in its current summary of the fruit and vegetable situation.

In the case of the fruits one exception is grapefruit, which is indicated to be the largest crop on record. The strawberry crop also apparently will be larger than last year, and it is probable that prices of both these fruits will be maintained at somewhat lower levels than for the corresponding period a year ago.

Carlot shipments of grapefruit this season to date have been nearly one-half greater than a year ago. Orange shipments also have been about 10 per cent larger, but recent freezes in California apparently have sharply reduced the orange crop and lemons as well.

The general supply of vegetables for the late winter and spring markets probably will be plentiful, according to the Bureau, and prices may average slightly lower than last season. Exceptions to this general tendency are found in the shortage of potatoes and sweet potatoes and perhaps some of the truck crops that were damaged severely by recent freezes in California. Prices of both potatoes and sweet potatoes are now substantially higher than they were a year ago and are likely to continue to advance during the next two months, according to the Bureau. Prices of most other vegetables are now slightly lower than last winter and probably will continue at about present levels.

CANNERS AND GROWERS

Editorial Expresses Views on Problem Discussed at Annual Convention

Canners who heard the discussion of canner-grower relations at the annual convention in Chicago will be interested in the views expressed in the following editorial, which appeared in the New York Journal of Commerce on February 5th:

"Growers of crops for canning are seeking higher prices for their output from the canners, on account of recent advances in prices of canned foods. The suggestion is advanced that contracts reflect prices realized by packers for their output.

"Canners generally have favored a policy of full co-operation and understanding with growers. Greatest emphasis has been placed hitherto upon improvement in the quality of the product, which benefits both growers and packers. The demand for higher prices to farmers, advanced in connection with plans now being completed for the current year, will tax this policy of co-operation, for it presents a serious problem to the canners.

"The canner assumes most of the risks inherent in the process of producing and distributing canned foods. Since he

makes his acreage contracts with growers at the beginning of the season, he bears the risk of loss due to poor crop yields. Similarly, if consumer demand is disappointing and prices fall, loss is inflicted upon him in distribution. True, he can reduce this latter risk to some extent by selling canned foods for future delivery to distributors, but this does not furnish him full protection. In periods of overproduction canners usually must absorb substantial losses due to demoralization of prices. Unsold stocks on hand at the end of a season must be moved at such times even below packing costs, to pave the way for the new crops, except for the exceptionally well financed concern able to carry abnormally large inventories.

"Growers want the prices they receive for their crops to reflect more closely the prices of canned foods. If this is done, provision should also be made for sharing losses resulting from crop failures and overproduction. If growers want to share in the benefit of high prices achieved in good years, they must perforce bear some part of the loss in adverse periods, if the canning industry is to be kept upon a sound economic basis."

Death Claims Henry Burden

Henry Burden, president of the National Canners Association during the critical World War years of 1917 and 1918, died Friday morning, February 5th, at his home in Cazenovia, N. Y. Funeral services were held at Cazenovia on Sunday afternoon.

Some years ago Mr. Burden ended his active connection with the canning business to devote his attention to other enterprises in which he was engaged. As a canner he was highly regarded by everyone in the industry, and in his service as president of the Association he won the friendship and confidence not only of those within the industry but also all those in official circles with whom he was brought in contact through World War problems.

Notice to Contributors to Flood Relief

Owing to the fact that contributions of canned food made to the National Canners Association Flood Relief Committee either directly or through the office of the secretary of the state canners associations have, in many instances, been turned over to the local chapters of the Red Cross, there may develop what appears to be some confusion in shipping instructions. Shipping instructions for all contributions made to the Flood Relief Committee are being issued to the contributors by the National Headquarters of the Red Cross through local Red Cross organizations. Insofar as possible the National Canners Association is trying to avoid duplicate shipping instructions.

If, however, you have already turned your contribution over to the local Red Cross and you later get shipping instructions from the National Headquarters of the Red Cross, you are not expected to duplicate your contribution. In such cases please explain to those giving shipping instructions that your contribution has already moved forward.

Pea Bulletin in Canner Grower Series

The Committee on Statistics wishes to announce that the bulletin entitled "Canned Peas, A Product of Cooperation

"Between Grower and Canner" is now available for distribution at the Association offices in Washington. Members of the Association will be furnished free of charge with sufficient copies to supply their growers. A nominal charge will be made to non-members.

The Division of Statistics is now engaged in preparing the third bulletin of the canner-grower series, which will treat sweet corn. This bulletin should be ready for distribution in the near future.

Handling of Canned Foods Exposed to Flood

Last Spring, when flood conditions brought inquiries as to methods of handling canned foods that had been submerged in water, the Association sent to canners, boards of health, food bureaus, and other agencies concerned suggestions that were considered helpful. These suggestions are here repeated, for the information of all concerned:

"Canned foods are sterilized in hermetically sealed impervious containers and consequently cannot be contaminated by exposure to water. Any contamination from exposure to flood waters would therefore be restricted to the outside of the can.

"Under such circumstances the following treatment for stocks of canned foods which may have been in actual contact with flood waters is believed to be adequate to make the cans suitable for use:

"(1) Remove labels and wash cans in warm, soapy water.

"(2) Follow the cleansing treatment by immersion in a chlorine solution or other sterilizing solution approved by a Board of Health. Phenol, cresol or other coal tar disinfectants are unsuitable since the odor imparted by such solutions is objectionable and persistent.

"(3) Rinse the cans in fresh water and dry thoroughly to prevent rust.

"(4) Repack in dry cases and store in a dry place as is usual.

"If chlorine is used for a disinfectant, a solution having an alkaline reaction is recommended since such a solution tends to prevent rusting of the cans. If a solution of this type is used there is no need to rinse the cans in fresh water, but they should be dried promptly.

"Advice regarding the strength of the sterilizing solution should be obtained from the local Board of Health or other agency concerned in the flood rehabilitation.

"The cans may be relabeled as soon as they are thoroughly dry."

Independent Food Distributors Council Elects Directors

The Independent Food Distributors Council held its second meeting in Chicago last week. Directors chosen at the meeting were T. Blair Willison representing Clover Farm Stores Corporation; J. Frank Grimes, Independent Grocers Alliance; Wm. D. Dean, National American Wholesale Grocers Association; Charles E. Smith, National Association of Retail Grocers; C. G. Brandner, National Brands Stores Corporation; M. B. Sand, National Retailer Owned Grocers, Inc.; G. M. Ungaro, National Voluntary Groups Institute;

L. W. Hitchcock, Red & White Corporation; A. E. Koeniger, United Buyers Corporation; and N. A. McKay of Volunteer Stores of America and Associates. Nation-Wide Stores; Plee-Zing, Incorporated; Quality Service Stores and United States Wholesale Grocers Association, who were not represented at the meeting, were invited to name a Director on the Council.

Fresh Vegetable Shipments from Cuba

Exports of fresh vegetables from Habana, Cuba, to the United States in December were the largest on record for that month, totaling 10,611 short tons as against 9,189 in December 1935, and 8,397 short tons in the same month of 1934, according to a report from the American consul at Habana. Tomatoes made up about three-fourths of the total. The balance was largely lima beans, eggplant, cucumbers, and okra.

At the start of the season in November it was predicted that exports of vegetables from Cuba to the United States would reach 2,215,000 packages, or 20 per cent more than in 1935-36. Unfavorable weather during November and December has made it necessary to revise this figure downward. Exports of vegetables with the exception of tomatoes, during the 1936-37 season, November to April inclusive, are not likely to be much greater than the total exports of vegetables for last season.

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